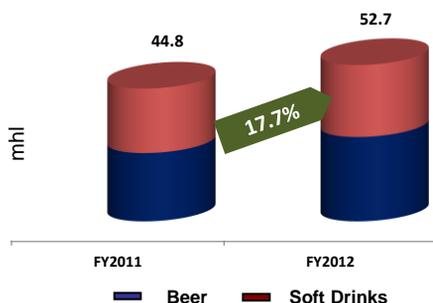


## ANADOLU EFES HAS ANNOUNCED ITS SALES VOLUME FOR THE YEAR ENDED 31.12.2012

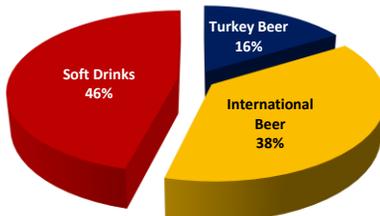
•Consolidated sales volume (including beer & soft drink volumes) in 4Q2012 was up by 23.2% over the same quarter of the previous year and the volume growth in FY2012 was 17.7% versus FY2011

•Organic consolidated volume growth on a proforma basis was 4.9% y-o-y in 4Q2012 and 2.7% in FY2012 over FY2011

Consolidated Sales Volume

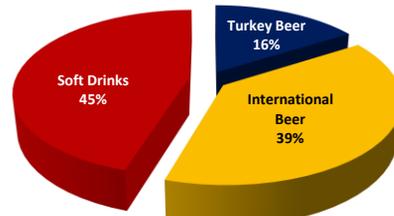


Sales Volume Breakdown\* (Reported)



\*On a combined basis

Sales Volume Breakdown\* (Proforma)

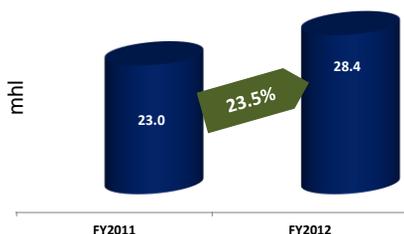


\*On a combined basis

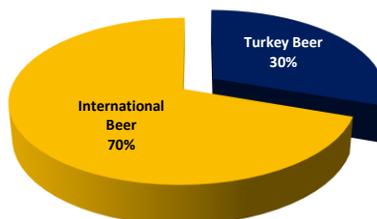
•Total beer sales volume rose by 22.9% y-o-y in 4Q2012, while total beer sales volume in FY2012 was 28.4 million hectoliters (“mhl”); up 23.5% over FY2011

•Organic total beer volume decline on a proforma basis was 7.0% y-o-y in 4Q2012 and 3.8% in FY2012 over FY2011

Total Beer Sales Volume

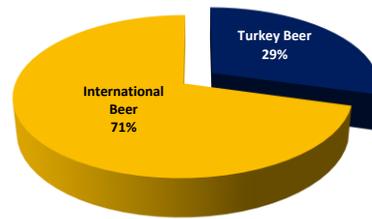


Total Beer Sales Volume Breakdown (Reported)



\*On a combined basis

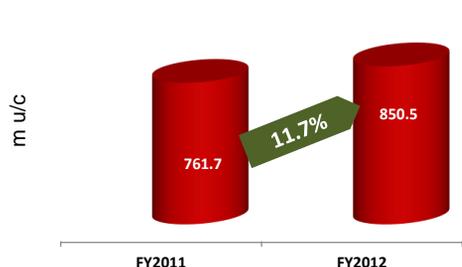
Total Beer Sales Volume Breakdown (Proforma)



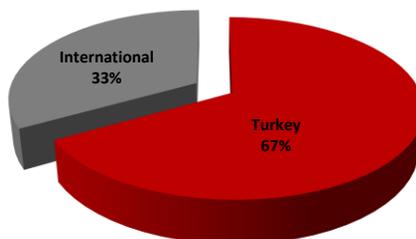
\*On a combined basis

•Soft drink sales volume growth in 4Q2012 was 23.6% y-o-y, indicating a total sales volume of 850.5 million unit cases (“m u/c”) in FY2012 versus FY2011, up 11.7%

Consolidated Soft Drink Sales Volume



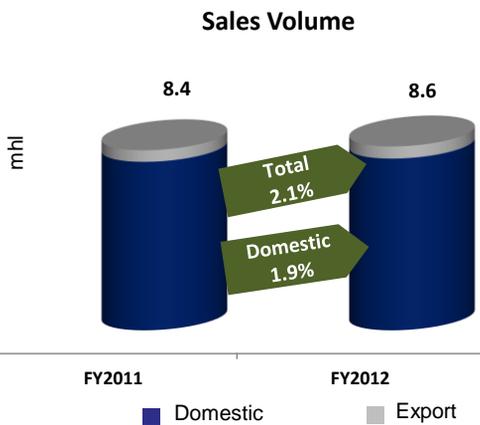
Breakdown of Total Soft Drink Sales Volume



\*Numbers may not add up to 100% due to rounding

•SABMiller's Russian and Ukrainian beer businesses are consolidated under EBI's financial results (thus under Anadolu Efes' as well) starting from March 1, 2012. While sales volumes does not include any contribution from these newly acquired businesses for FY2011, they include a ten months contribution in FY2012 (starting from March 1, 2012). However, for comparison purposes, Anadolu Efes' and EBI's operating proforma volumes are also provided for both FY2011 & FY2012, which include the results of SABMiller's Russian and Ukrainian beer businesses for these periods in full (i.e. starting from January 1st) as if both businesses were operating together with Anadolu Efes' international beer operations during these periods.

## TURKEY BEER



- In Turkey beer operations, total sales volume declined by 1.6% in 4Q2012 compared to 4Q2011. Consequently, total sales volume in Turkey beer operations increased by 2.1% in FY2012 versus FY2011, in line with our guidance of low-single digit growth.

- Our volume growth in FY2012 compared to FY2011 was driven by our successful sales & marketing initiatives, new launches and improved availability of our products via investments in both on and off-premise channel, despite higher prices. The simultaneously introduced average price increase of 12% with the excise tax hike of 17%, effective as of September 22, 2012, created a pressure on volumes in the last quarter of 2012.

## INTERNATIONAL BEER

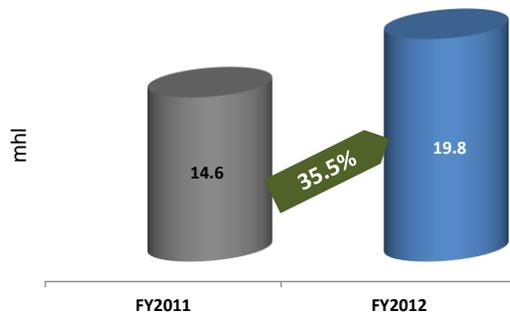
- EBI's reported consolidated sales volume was 3.9mhl, up 40.3% in 4Q2012 compared to 4Q2011, contributed by SABMiller operations in Russia and Ukraine, acquired in March 2012. Consequently, the volume growth was 35.5% at 19.8mhl in FY2012 compared to FY2011.

- On an operating proforma basis, consolidated sales volume of EBI declined organically by 9.5% in the fourth quarter of 2012 over the same quarter of 2011, leading to a 6.1% decline in FY2012 versus FY2011.

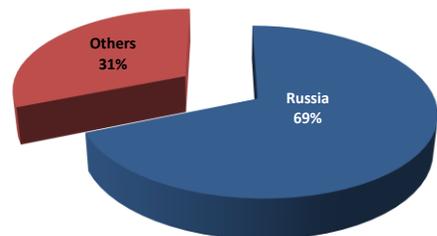
- Sales volumes, both on reported and operating proforma basis, were in line with our guidance.

- Lower volumes on an operating proforma basis in FY2012 was mainly driven by weaker volumes in Russia, where our performance was negatively impacted by the integration issues and relatively high pricing. All operating countries other than Russia achieved significant growth rates in FY2012, ranging between mid-single to low-teens levels.

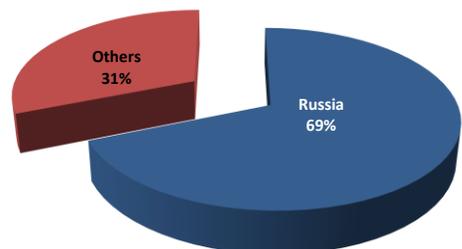
## Consolidated Sales Volume Development



## Breakdown of Consolidated Sales Volume (Reported)



## Breakdown of Consolidated Sales Volume (Proforma)

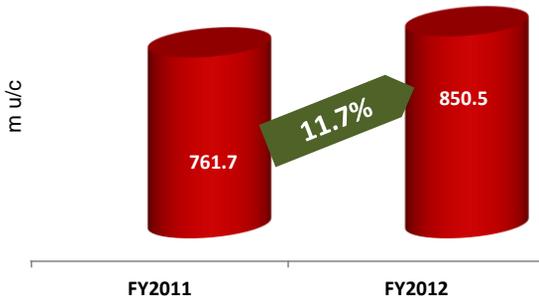




## SOFT-DRINK OPERATIONS (COCA-COLA İÇECEK A.Ş.)

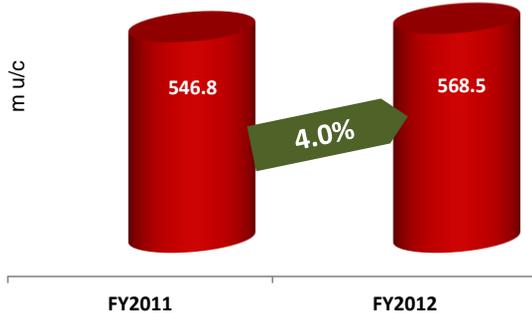
• Anadolu Efes' soft drink operations are run by Coca-Cola İçecek A.Ş. ("CCI"). CCI produces, sells and distributes sparkling and still beverages, primarily brands of The Coca-Cola Company, in Turkey, Kazakhstan, Azerbaijan, Kyrgyzstan, Turkmenistan, Jordan, Iraq, while the company has exports to Tajikistan as well. In addition, CCI is a party to joint venture agreements that have the exclusive distribution rights for brands of The Coca-Cola Company in Pakistan and Syria. Anadolu Efes is the largest shareholder of CCI with 50.3% stake.

### Consolidated Soft Drink Sales Volume



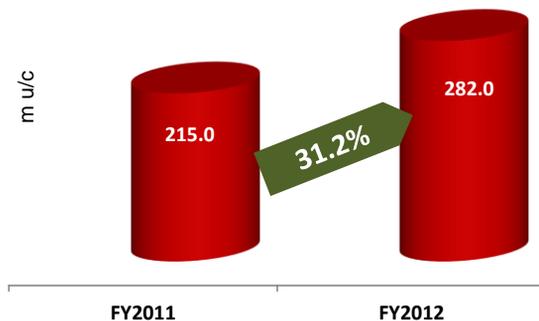
• In 4Q2012, consolidated sales volume was up by 23.6% to 173.8 million unit cases thanks to strong growth in Turkey and international operations. The fourth quarter growth was also impacted by first time consolidation of Southern Iraq business. Consolidated sales volume increased by 11.7% in FY2012 and reached 850.5 million unit cases, successfully cycling 14.5% growth in the prior year. Like-for-like growth of consolidated volume was 9.9% (Inclusion of 1Q11 proforma Northern Iraq volume and exclusion of 4Q12 Southern Iraq volume). Sparkling category grew at low double digits, which was driven by Coca-Cola brand while still category grew at mid-teens.

### Turkey Soft Drink Sales Volume



• In 4Q2012, Turkey sales volume grew by 12.5%. In FY2012, Turkey volume increased by 4.0% to 568.5 million unit cases, cycling a very strong 10.6% growth in the prior year. The growth was impacted by portfolio optimization as well as increased focus on category and package mix management. Sparkling and still categories registered low single and low double digit growth, respectively, while tea category grew at mid-single digits.

### International Soft Drink Sales Volume



• Volumes in international operations reached 64.9 million unit cases in 4Q2012. International sales volume increased by 31.2% to 282.0 million unit cases in FY2012, driven by the strong organic growth in Central Asia, Northern Iraq and Pakistan. The growth was also driven by the first time inclusion of Southern Iraq's volume in 4Q2012 and full consolidation of Northern Iraq starting from March 2011. Like-for-like growth of international operations was 24.8% in FY2012.

## ABOUT ANADOLU EFES



• Anadolu Efes Biracılık ve Malt Sanayii A.Ş. (Anadolu Efes), together with its subsidiaries and affiliates produces and markets beer, malt and soft drinks across a geography including Turkey, Russia, the CIS countries, Southeast Europe and the Middle East. Anadolu Efes, listed in the Istanbul Stock Exchange (AEFES.IS), is an operational entity under which the Turkey beer operations are managed, as well as a holding entity which is the 100% shareholder of Efes Breweries International N.V. ("EBI"), that manages international beer operations, and is the largest shareholder of Coca-Cola İçecek A.Ş. ("CCI"), that manages the soft drink business in Turkey and international markets.

For further information regarding Anadolu Efes, please visit our website at <http://www.anadoluefes.com/> or you may contact;

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